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TRADE AND DEVELOPMENT BOARD
Commission on Trade in Goods and Services, and Commodities
Expert Meeting on Vertical Diversification in the Food Processing Sector in Developing Countries
Geneva, 1-3 September 1997
Item 2 of the provisional agenda

ADOPTION OF THE AGENDA

Provisional agenda and annotations

I. Provisional agenda

1. Election of officers

2. Adoption of the agenda

3. Opportunities for vertical diversification in the food processing sector in developing countries

4. Adoption of the report.

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II. Annotations to the provisional agenda

Item 1: Election of officers

It is recommended that the Expert Meeting elect a Chairperson and a Vice-Chairperson-cum-Rapporteur.

Item 2: Adoption of the agenda

The provisional agenda for the meeting is in section I above. The schedule of meetings for the three days is attached to this document.

Item 3: Opportunities for vertical diversification in the food processing sector in developing countries

The meeting is convened pursuant to a decision by the Commission on Trade in Goods and Services, and Commodities at its first session, first part (6-8 November 1996). The objective is to "consider opportunities for vertical diversification in the food processing sector in developing countries, bearing in mind successful experiences, and make action-oriented recommendations".*/

Given the weight of the agricultural sector in most developing countries as a source of income and employment, production and trade in food products are core activities of their economies. They serve primarily the domestic market. However, many developing economies have used food exports as an entry point into export markets, and the most successful among them have moved steadily from the export of unprocessed into the export of processed foods. The experience gathered in this domain may interest both the enterprise and the government sector.

The experts will have at their disposal a report prepared by the UNCTAD secretariat on "Opportunities for vertical diversification in the food processing sector in developing countries" (TD/B/COM.1/EM.2/2) It analyses the market situation in four commodity groups: tropical beverages, fish, horticultural products, and meat. It discusses the market size and prospects for each of these areas, identifying the major importing markets and the main supplying countries. It documents the market access and entry conditions for different groups of developing economies as they emerge from the Uruguay Round Agreements, various preferential agreements, and non-tariff and technical barriers. The report highlights the elements crucial to market entry and to the diversification process of commodity-dependent countries. They include establishing quality control in compliance with labeling, packaging, food and health regulations of importing markets; establishing market presence and brand names against the competition of long-established suppliers based in the developed countries; and

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* Report of the Commission on its first session (TD/B/44/5 - TD/B/COM.1/6), annex I, para. 5(b).

the financial implications of upgrading food processing technology. The report also identifies new market opportunities such as niche marketing and emerging food markets in the newly industrialized economies, and reports on the experience of economies that have successfully seized such opportunities.

Based on the conclusions drawn from the report, a set of questions are presented to assist the experts in formulating action-oriented recommendations.

In-depth studies covering the four commodity groups will be made available to the participants at the Expert Meeting.

Documentation

TD/B/COM.1/EM.2/2 "Opportunities for vertical diversification in the food processing sector in developing countries".

Item 4: Adoption of the report

The Expert Meeting will adopt its recommendations/findings/ conclusions at the end of the Meeting. The final report will be compiled under the authority of the Chairperson after the conclusion of the Meeting.

Schedule of the meeting

Monday, 1 September	Tuesday, 2 September	Wednesday, 3 September
10 a.m. **Plenary:** Director opening Elections/Agenda **Informals:** item 3	**10 a.m.** **Informals (cont'd):** item 3	**10 a.m.** **Informals (cont'd):** Consideration of draft text of recommendations or conclusions
3 p.m. **Informals (cont'd):** item 3	**3 p.m.** **Informals (cont'd):** item 3	**3 p.m.** **Informals (cont'd):** Consideration of draft text of recommendations or conclusions (cont.) **Plenary** (closing) Adoption of recommendations or conclusions